

EXECUTIVE EDUCATION CALENDER 2018

IBA Institute of Business Administration Karachi
Leadership and Ideas for Tomorrow

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CEE Programs Framework



* This framework is designed at Center for Executive Education, IBA, Karachi

■ Organization Perspective
■ Executive Development at CEE
■ Organization Development at CEE

REGISTRATION PROCESS

- 01 SELECT WORKSHOP**

To fulfill your objectives & to enhance your skills select the workshop that best suites you. Contact our advisors for help in choosing the right training for you.
- 02 BOOK YOUR SEAT**

Due to limited seats selection on First Come First Served Basis only (except for certain workshops). Book your seat well in advance. Our team will help you in the registration process.
- 03 GET CONFIRMATION**

Upon receiving completed registration form we only reserve your seat. Confirmations along with program guidelines are sent to participants 2 to 3 days prior to the workshop. (It is strongly advisable to book your travelling after you receive confirmations from CEE).
- 04 Attend Workshop Achieve Competency Apply Knowledge**

Experience
EXECUTIVE EDUCATION

Centre for Executive Education, IBA, Karachi

Center for Executive Education (CEE)
Institute of Business Administration City Campus.
Off Garden Road, Karachi-74400.

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INSTITUTE OF BUSINESS ADMINISTRATION (IBA), KARACHI
CENTER FOR EXECUTIVE EDUCATION (CEE)
EXECUTIVE EDUCATION CALENDAR 2018 (V1)

WORKSHOP	AFFILIATION	FACULTY	SUBJECT	LEVEL OF PARTICIPANTS				DATES	LOCATION	DURATION (HOURS/DAYS)	FEES	RATING *	
				BOARD	CxO	SENIOR	MIDDLE					FACULTY	PROGRAM
JANUARY-18													
Law for Non-Lawyers		Mohammad Sohaib Saleem	Law					15 & 16	Karachi	2	35,000		
Presentation Skills: Masterclass		Nadia Saeed	Advanced Communication Skills					17 & 18	Karachi	2	35,000	4.1	4.4
Strategic Project Management - Managing the Project Portfolio		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					18 & 19	Karachi	2	48,000	4.5	4.5
Digital Innovation for Pharma Companies (NEW)		Javaid Iqbal	Strategy & Management					23	Lahore	1	40,000		
Digital Innovation for Pharma Companies (NEW)		Javaid Iqbal	Strategy & Management					25	Karachi	1	40,000		
Export Marketing: Manufacturing Locally, Exporting Globally (NEW)		Muhammad Asadullah / Samar Abbas	Sales & Marketing					23 & 24	Karachi	2	35,000		
FEBRUARY-18													
HR as Strategic Business Partner		Shakeel Mapara	Human Resource Management					1 & 2	Karachi	2	40,000	4.6	4.5
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					7 & 8	Karachi	2	40,000	4.3	4.4
Factory Management		Nasir Mahmood	Operations Management					20 & 21	Lahore	2	35,000	4.4	4.2
B2B Selling Skills		Furqan Qureshi	Sales & Marketing					14 to 16	Karachi	3	45,000		
Directors' Training Program - Module 1	SECP & IoD, UK		Corporate Governance					13 & 14	Islamabad	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP & IoD, UK		Corporate Governance					15 & 16	Islamabad	2	90,000	4.7	4.6
Managerial Communication Strategies for Success		Nadia Saeed	Advanced Communication Skills					19 & 20	Karachi	2	35,000	4.5	4.4
ERT Concepts, Rescue & Survival and Fire Emergency		Aamer Shabbir Khan	HSEQ					23	Karachi	1	15,000		
High Impact Train the Trainer		Dr. Khurram Sharif	Strategy & Management					23 & 24	Karachi	2	40,000	4.7	4.7
Applicative Six Sigma - Green Belt Level		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					21 to 23 + 28	Karachi	3 + 1	45,000	4.2	4.4
MARCH-18													
Leading the Winning Supply Chain Team (New)		Muhammad Qaysar Alam	Supply Chain Management					1 & 2	Karachi	2	40,000		
Building Effective Workplace Teams (NEW)		Rizwan Razvi	Strategy & Management					6 & 7	Karachi	2	35,000		
Financial Modeling - Module 1		Saad Usman	Finance & Accounting					7 & 8	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 2		Saad Usman	Finance & Accounting					8 & 9	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 3		Tauseef Ahmed Ansari	Finance & Accounting					16 & 17	Karachi	1.5	36,000	4.1	4.2
Finance for Non-Finance Executives		Abdul Rahim Suriya	Finance & Accounting					12 & 13	Karachi	2	40,000	4.6	4.5
Performance Management Essentials		Shuja Shams	Human Resource Management					14 & 15	Karachi	2	35,000		
Discovering Leadership Through Self Analysis		Dr. Khurram Sharif	Leadership					16 & 17	Karachi	2	75,000	4.4	4.3
Balanced Scorecard		Dr. Akmal Ataullah	Human Resource Management					19 & 20	Karachi	2	35,000	4.8	4.7
Best Practices in Internal Auditing		Huma Pasha	Finance & Accounting					21 & 22	Karachi	2	40,000	4.3	4.2
Digital Innovation for FMCG (NEW)		Javaid Iqbal	Strategy & Management					31	Karachi	1	40,000		
APRIL-18													
Strategic Selling – Process, Approaches and Techniques (NEW)		Dr. Khurram Sharif	Sales & Marketing					6 & 7	Karachi	2	40,000		
Building Strong Pharma Brands		Akhtar Mahmud	Sales & Marketing					9 to 11	Karachi	3	40,000		
Competing to Win: Essentials of Competition Law (New)		Mohammad Sohaib Saleem	Law					12 & 13	Karachi	2	35,000		
Modern Proactive Maintenance Management (NEW)		Nasir Mahmood	Operations Management					13 & 14	Karachi	2	35,000		
Factory Management		Nasir Mahmood	Operations Management					16 & 17	Karachi	2	35,000	4.4	4.2
Compensation & Benefits Management		Hussain Adenwala	Human Resource Management					17 & 18	Karachi	2	40,000		
Service Oriented Professionals		Shuja Shams	Strategy & Management					19 & 20	Karachi	2	35,000		
Writing Techniques: A Strategic Approach		Maria Hassan Siddiqui	Advanced Communication Skills					19 & 20	Karachi	2	35,000	4.2	4.4
Strategic Thinking & Execution for Top Management (NEW)		Prof. Shailendra Raj Mehta	Strategy & Management					20 & 21	Karachi	2	195,000		
Export Marketing: Manufacturing Locally, Exporting Globally		Muhammad Asadullah / Samar Abbas	Sales & Marketing					23 & 24	Karachi	2	35,000		
MAY-18													
HR for Non HR Professionals (NEW)		Ahmed Nauman Anees	Human Resource Management					3 & 4	Karachi	2	35,000		
Digital Innovation for Pharma (NEW)		Javaid Iqbal	Strategy & Management					3	Karachi	1	40,000		
Business Acumen Simulation Program (New)		Hasnain R. Badami / Muhammad Danish	Strategy & Management					7 & 8	Karachi	2	35,000		
Project Management - Framework & Tools (NEW)		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					7 to 10	Karachi	4	60,000	4.7	4.6
Women Directors' Training Program - Module 1	SECP & IoD, UK		Corporate Governance					7 & 8	Karachi	2	90,000	4.8	4.6
Women Directors' Training Program - Module 2	SECP & IoD, UK		Corporate Governance					9 & 10	Karachi	2	90,000	4.7	4.6
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					10 & 11	Karachi	2	40,000	4.3	4.4
JUNE-18													
Directors' Training Program - Module 1	SECP & IoD, UK		Corporate Governance					25 & 26	Karachi	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP & IoD, UK		Corporate Governance					27 & 28	Karachi	2	90,000	4.7	4.6
JULY-18													
Presentation Skills: Masterclass		Nadia Saeed	Advanced Communication Skills					10 & 11	Karachi	2	35,000	4.1	4.4
Competency Based Interviewing – "Select the Best"		Shuja Shams	Human Resource Management					13	Karachi	1	19,500		
Law for Non-Lawyers		Mohammad Sohaib Saleem	Law					12 & 13	Karachi	2	35,000		
Writing Techniques: A Strategic Approach		Maria Hassan Siddiqui	Advanced Communication Skills					24 & 25	Karachi	2	35,000	4.2	4.4
AUGUST-18													
Applicative Six Sigma - Green Belt Level		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					1 to 3 + 10	Karachi	3 + 1	45,000	4.2	4.4
High Impact Train the Trainer (NEW)		Dr. Khurram Sharif	Strategy & Management					3 & 4	Karachi	2	40,000	4.7	4.7
Performance Management Essentials		Shuja Shams	Human Resource Management					6 & 7	Karachi	2	35,000		
Factory Management		Nasir Mahmood	Operations Management					7 & 8	Karachi	2	35,000	4.4	4.2
SEPTEMBER-18													
Project Management - Framework & Tools		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					4 to 7	Karachi	4	60,000	4.7	4.6
Best Practices in Internal Auditing		Huma Pasha	Finance & Accounting					4 & 5	Karachi	2	40,000	4.3	4.2
Digital Innovation for Pharma Companies (NEW)		Javaid Iqbal	Strategy & Management					10	Karachi	1	40,000		
Digital Innovation for Pharma Companies (NEW)		Javaid Iqbal	Strategy & Management					12	Lahore	1	40,000		
Finance for Non-Finance Executives		Abdul Rahim Suriya	Finance & Accounting					6 & 7	Karachi	2	40,000	4.6	4.5
Managerial Communication Strategies for Success		Nadia Saeed	Advanced Communication Skills					11 & 12	Karachi	2	35,000	4.5	4.4
Compensation & Benefits Management		Hussain Adenwala	Human Resource Management					13 & 14	Karachi	2	45,000		
OCTOBER-18													
Negotiation & Conflict Resolution Skills		Dr. Huma Baqai	Strategy & Management					2 & 3	Karachi	2	40,000	4.3	4.4
Emotional Intelligence Toolkit for Managers (NEW)		Dr. Khurram Sharif	Strategy & Management					6 & 7	Karachi	2	40,000		
Balanced Scorecard		Dr. Akmal Ataullah	Human Resource Management					8 & 9	Karachi	2	35,000	4.8	4.7
Digital Innovation for FMCG (NEW)		Javaid Iqbal	Strategy & Management					16	Lahore	1	40,000		
Digital Innovation for FMCG (NEW)		Javaid Iqbal	Strategy & Management					18	Karachi	1	40,000		
Directors' Training Program - Module 1	SECP & IoD, UK		Corporate Governance					9 & 10	Karachi	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP & IoD, UK		Corporate Governance					11 & 12	Karachi	2	90,000	4.7	4.6
Cost of Quality		Dr. Rameez Khalid / Ali Zulqarnain	Quality Management					16 & 17	Karachi	2	40,000		
NOVEMBER-18													
Discovering Leadership Through Self Analysis		Dr. Khurram Sharif	Leadership					2 & 3	Karachi	2	75,000	4.4	4.3
Strategic Project Management - Managing the Project Portfolio		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					8 & 9	Karachi	2	48,000	4.5	4.5
Strategic Selling – Process, Approaches and Techniques (NEW)		Dr. Khurram Sharif	Sales & Marketing					9 & 10	Karachi	2	40,000		
Digital Innovation for Banking & Financial Institutions (NEW)		Javaid Iqbal	Strategy & Management					13	Karachi	1	40,000		
Digital Innovation for Banking & Financial Institutions (NEW)		Javaid Iqbal	Strategy & Management					15	Lahore	1	40,000		
Building Strong Pharma Brands		Akhtar Mahmud	Sales & Marketing					14 to 16	Karachi	3	40,000	4.7	4.9
Financial Modeling - Module 1		Saad Usman	Finance & Accounting					7 & 8	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 2		Saad Usman	Finance & Accounting					8 & 9	Karachi	1.5	36,000	4.5	4.3
Financial Modeling - Module 3		Tauseef Ahmed Ansari	Finance & Accounting					16 & 17	Karachi	1.5	36,000	4.1	4.2
HR as Strategic Business Partner		Shakeel Mapara	Human Resource Management					30 & 31	Karachi	2	40,000	4.6	4.5
DECEMBER-18													
Directors' Training Program - Module 1	SECP & IoD, UK		Corporate Governance					4 & 5	Karachi	2	90,000	4.8	4.6
Directors' Training Program - Module 2	SECP & IoD, UK		Corporate Governance					6 & 7	Karachi	2	90,000	4.7	4.6
Effective Business Model Generation Strategies (NEW)		Dr. Khurram Sharif	Strategy & Management					7 & 8	Karachi	2	45,000		
General Management Program (GMP) (NEW)		Dr. Khurram Sharif / Moiz Ahmad	Strategy & Management					10 to 14	Karachi	5	195,000		
Project Management - Framework & Tools		Dr. Irfan Nabi/Dr. Rameez Khalid/Omair Mirza	Project Management					11 to 14	Karachi	4	60,000	4.7	4.6

* Dates, Fees, Program, Faculty and Location subject to change for the most current updates visit cee.iba.edu.pk